

Message Text

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UNCLAS MOSCOW 1626

USDOC FOR BEWT/TDAD (DOLLISON)

E.O. 11652: N/A
TAGS: BEXP,EALR, EIND, UR
SUBJECT: FURTHER DEVELOPMENTS ON SOVIET TIRE PLANT CONTRACTS

REF: 77 MOSCOW 5619

1. TASS ECONOMIC NEWS (JANUARY 30) REPORTED SALE OF RUBBER MIXING AND MOLDING EQUIPMENT TO USSR FOR NEW AUTOMOBILE AND OFF-ROAD VEHICLE TIRE MANUFACTURING PLANTS BY FARREL CO., SUBSIDIARY OF EMHART CORP. SALE FORMS PART OF OVERALL PACKAGE FOR CONSTRUCTION OF THREE NEW TIRE PLANTS (AS REPORTED REFTEL) AND INCLUDES THIRTEEN MACHINES WITH COMPUTERIZED CONTROL SYSTEMS. IT IS NOT RPT NOT CLEAR WHETHER EQUIPMENT WILL BE SUPPLIED ENTIRELY FROM ITALIAN AFFILIATE OF FARREL COMPANY (FATA) OR WHETHER SOME OR MOST WILL BE OF U.S. ORIGIN. FARREL HOME OFFICE IS ANSONIA, CONNECTICUT, TELEPHONE: (203) 734-3331.

2. ANOTHER U.S. FIRM NRM (TALLMADGE, OHIO, TEL: (216) 633-1600) IS CONTINUING IN COMPETITION WITH PIRELLI, MICHELIN, AND VMI (DUTCH) FOR TIRE BUILDING EQUIPMENT FOR PLANTS INDICATED REFTEL. CONTRACTS WILL
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REPORTEDLY BE WORTH FROM \$15 TO \$30 MILLION. ONE SOURCE WHO REPRESENTS U.S. COMPANY, ADVISED COMOFF FEBRUARY 1 THAT COMPETITIVE BIDDING ON TIRE PLANT EQUIPMENT CONTRACT IS COMPLICATED BY FACT THAT LOSING COMPETITORS ARE LIKELY BE BECOME VENDORS TO WINNERS, WHEN CONTRACTS ARE FINALLY AWARDED.

3. EARLIER, UK FIRM SIMON CARVES WON \$150 MILLION CONTRACT FOR TWO RUBBER MILL PLANTS (VORONEZH AND BELAYA TSERKOV) WHILE GERMAN CONSORTIUM (DEKORFA) RECEIVED \$95 MILLION CONTRACT FOR CHIMKENT RUBBER MILL. SOURCE SAID THAT TECHNICAL DISCUSSIONS WITH SOVIETS HAVE ENDED ON REMAINING PORTIONS OF TIRE PLANT CONTRACTS AND THAT FURTHER TALKS WILL DEAL SPECIFICALLY WITH FINANCING AND OTHER COMMERCIAL ARRANGEMENTS.

4. WE WILL ATTEMPT TO MONITOR DEVELOPMENTS ON CONTRACTS UNDER DISCUSSION IN PARA (2) AND REPORT ITEMS OF SIGNIFICANCE.
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